



REAL ESTATE UPDATE  
NOVEMBER 2016

HOMES	—YTD SALES—		—LISTINGS—		HOMESITES	—YTD SALES—		—LISTINGS—	
	2015	2016	2015	2016		2015	2016	2015	2016
\$1M & Under	36	35	32	50	\$250K & Under	37	29	53	42
\$1M+ to \$1.5M	31	27	33	28	\$250K+ to \$500K	18	9	32	38
\$1.5M+ to \$2M	20	23	32	40	\$500K+ to \$750K	4	2	14	13
\$2M+ to \$3M	12	15	27	36	\$750K+ to \$1M	1	1	15	14
Above \$3M	7	6	32	39	Above \$1M	3	0	11	11
<b>Total</b>	<b>106</b>	<b>106</b>	<b>156</b>	<b>193</b>	<b>Total</b>	<b>63</b>	<b>41</b>	<b>125</b>	<b>118</b>

Only properties with price availability are reflected. Inventory changes a combination of sales, expirations, cancellations, new listings and price changes.  
All information deemed to be accurate but not guaranteed.

DESERT MOUNTAIN SALES ACTIVITY: **HOMES**

NOVEMBER 2016

VILLAGE	LOT	BEDS/BATHS	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Apache Cottage	6	3/3	\$885,000	\$844,000	2,454	11/16/2016
Apache Cottage	36	3/3	\$875,000	—	2,296	Pending
Apache Peak	41	3/3.5	\$1,525,000	\$1,525,000	4,510	11/30/2016
<b>Apache Peak – Represent Seller</b>	<b>62</b>	<b>4/4</b>	<b>\$1,478,500</b>	<b>\$1,375,000</b>	<b>3,800</b>	<b>11/7/2016</b>
<b>Apache Peak – Represent Buyer</b>	<b>62</b>	<b>4/4</b>	<b>\$1,478,500</b>	<b>\$1,375,000</b>	<b>3,800</b>	<b>11/7/2016</b>
Apache Peak	126	4/6.5	\$1,750,000	\$1,700,000	6,366	11/7/2016
Arrowhead	18	4/5.5	\$1,225,000	\$1,085,000	5,420	11/28/2016
Cochise Ridge	90	3/3.5	\$1,195,000	—	3,325	UCB
Cochise Ridge	91	2/2.5	\$650,000	\$625,000	2,576	11/8/2016
<b>Desert Greens – Represent Seller</b>	<b>49</b>	<b>3/3.5</b>	<b>\$995,000</b>	<b>—</b>	<b>2,990</b>	<b>UCB</b>
<b>Desert Greens – Represent Buyer</b>	<b>49</b>	<b>3/3.5</b>	<b>\$995,000</b>	<b>—</b>	<b>2,990</b>	<b>UCB</b>
Desert Hills – Represent Seller	17	3/3	\$739,000	\$700,000	3,000	11/16/2016
Desert Hills – Represent Buyer	17	3/3	\$739,000	\$700,000	3,000	11/16/2016
<b>Desert Hills – Represent Buyer</b>	<b>22</b>	<b>5/5.5</b>	<b>\$1,295,000</b>	<b>—</b>	<b>4,451</b>	<b>UCB</b>
Gambel Quail Preserve	241	3/3.5	\$1,375,000	—	3,560	UCB
Lookout Ridge	4	3/3.5	\$1,195,000	—	3,125	UCB
Lone Mountain	28	4/4.5	\$1,850,000	\$1,638,250	5,329	11/3/2016
<b>Lost Star – Represent Seller</b>	<b>16</b>	<b>5/6.5</b>	<b>\$1,999,999</b>	<b>\$1,965,000</b>	<b>5,891</b>	<b>11/1/2016</b>
Mountain Skyline – Represent Seller	25	4/3.5	\$1,295,000	\$1,255,000	4,380	11/14/2016
<b>Saguaro Forest – Represent Seller</b>	<b>5</b>	<b>4/5.5</b>	<b>\$3,495,000</b>	<b>\$3,000,000</b>	<b>7,588</b>	<b>11/8/2016</b>
Saguaro Forest	296	4/4.5	\$2,449,000	—	5,386	Pending
<b>Sunset Canyon – Represent Buyer</b>	<b>51</b>	<b>3/3.5</b>	<b>\$2,175,000</b>	<b>\$1,800,000</b>	<b>5,476</b>	<b>11/28/2016</b>
Sunset Canyon	52	4/4.5	\$1,725,000	\$1,550,000	5,498	11/29/2016
Turquoise Ridge	12	5/5.5	\$2,728,000	\$2,500,000	7,139	11/30/2016

DESERT MOUNTAIN SALES ACTIVITY: **HOMESITES**

NOVEMBER 2016

VILLAGE	LOT	BLDG. ENV.	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
Cochise Geronimo	27	15,300	\$ 549,000	—	44,431	UCB
Eagle Feather	367	20,298	\$ 139,000	—	39,015	Pending
Gambel Quail	150	17,905	\$110,000	—	32,621	UCB
Gambel Quail	178	21,278	\$ 129,900	\$122,000	51,400	11/22/2016
Grey Fox	167	12,555	\$175,000	\$168,500	21,570	11/2/2016
Painted Sky	54	24,342	\$318,000	—	43,200	UCB
Sunrise	253	20,040	\$227,500	—	50,111	UCB
Sunrise	299	20,944	\$159,999	\$150,000	47,742	11/4/2016
Sunset Canyon	31	17,786	\$649,000	—	40,652	UCB

CAREFREE RANCH ACTIVITY: **HOMES & HOMESITES** NOVEMBER 2016

VILLAGE	LOT	MEMBERSHIP	LIST PRICE	SALE PRICE	SQ.FT.	CLOSE DATE
N/A	N/A	N/A	N/A	N/A	N/A	N/A

## CALL TO SEE OUR NEW LISTINGS

VILLAGE	LOT	BEDS   BATHS   SF	CURRENT LIST PRICE
Desert Greens	45	2   2.5   2,576	\$765,000
Saguaro Forest	71	4   4.5   5,562	\$2,550,000

VIEW ALL LISTINGS AT [DesertMountainPowerOf4.com](http://DesertMountainPowerOf4.com)

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